I R Code 47.40
October 1986

SUPPLEMENT TO MONTHLY SURVEY OF

LIFE INSURANCE SALES IN THE UNITED STATES

U.S. ORDINARY SALES
Revised through September 1986

125 Companies

	Annualized premium (000)			Face amount (000)			Number of policies		
	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85
January	$ 437.949	$ 440.105	100%	$ 40.443.173	$ 40.573.465	100%	716.264	664.228	93%
February	423.953	422.140	100	40.179.652	41.320.924	103	746.924	727.473	97
March	471.480	462.354	98	45.002.122	44.826.224	100	840.069	797.057	95
April	470.316	491.291	104	45.813.707	47.576.596	104	848.191	803.935	95
May	480.581	474.762	99	47.104.433	45.906.330	97	848.243	799.025	94
June	455.745	464.184	102	44.186.491	45.148.355	102	794.070	794.819	100
July	454.507	467.932	103	43.722.435	45.899.446	105	771.226	764.323	99
August	460.582	438.891	95	43.644.694	43.049.997	99	772.146	734.201	95
September	453.863	451.974	100	42.776.137	44.697.163	104	775.922	776.370	100
October	551.210			49.904.939			858.509		
November	472.448			45.487.485			788.089		
December	681.699			55.783.184			863.508		
Year total	$5.814.333			$544.048.452			9.623.161		
Year to date	$4.108.976	$4.113.633	100%	$392.872.844	$398.998.500	102%	7.113.055	6.861.431	96%

114 Ordinary Companies and Departments

	Annualized premium (000)			Face amount (000)			Number of policies		
	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85
January	$ 364.410	$ 365.368	100%	$ 35.541.822	$ 35.337.178	99%	447.862	415.569	93%
February	341.457	336.762	99	34.338.438	34.933.096	102	453 002	431.229	95
March	375.718	368.493	98	38.139.177	38.044.653	100	503.323	468.704	93
April	368.528	394.025	107	38.655.640	40.469.035	105	503.471	490.559	97
May	380.577	378.524	99	40.069.460	38.887.612	97	510.702	466.009	91
June	361.643	369.911	102	37.404.393	38.308.819	102	481.337	462.888	96
July	362.123	378.438	105	37.136.857	39.314.839	106	463.483	461.209	100
August	366.967	349.785	95	36.953.039	36.458.860	99	460.910	426.691	93
September	360.643	356.705	99	36.201.481	37.733.005	104	453.414	440.400	97
October	451.562			42.789.237			536.219		
November	375.579			38.548.485			475.022		
December	580.667			48.738.645			554.732		
Year total	$4.689.874			$464.516.674			5.843.477		
Year to date	$3.282.066	$3.298.011	100%	$334.440.307	$339.487.097	102%	4.277.504	4.063.258	95%

21 Combination Companies and Departments

	Annualized premium (000)			Face amount (000)			Number of policies		
	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85	1985	1986	Ratio 86/85
January	$ 73,539	$ 74,737	102%	$ 4,901,351	$ 5,236,287	107%	268,402	248,659	93%
February	82,496	85,378	103	5,841,214	6,387,828	109	293,922	296,244	101
March	95,762	93,861	98	6,862,945	6,781,571	99	336,746	328,353	98
April	101,788	97,266	96	7,158,067	7,107,561	99	344,720	313,376	91
May	100,004	96,238	96	7,034,973	7,018,718	100	337,541	333,016	99
June	94,102	94,273	100	6,782,098	6,839,536	101	312,733	331,931	106
July	92,384	89,494	97	6,585,578	6,584,607	100	307,743	303,114	98
August	93,615	89,106	95	6,691,655	6,591,137	98	311,236	307,510	99
September	93,220	95,269	102	6,574,656	6,964,158	106	322,508	335,970	104
October	99,648			7,115,702			322,290		
November	96,869			6,939,000			313,067		
December	101,032			7,044,539			308,776		
Year total	$1,124,459			$79,531,778			3,779,684		
Year to date	$ 826,910	$815,622	99%	$58,432,537	$59,511,403	102%	2,835,551	2,798,173	99%